

**Greater Louisville Inc.  
Quarterly Report  
January through March 2013**

**Business Attraction/Expansion Combined Goals**

	<b>FY 2012/2013 Goals</b>	<b>3rd Quarter Actual January 1 thru March 31, 2013</b>	<b>Year to Date Actual July 1, 2012 thru March 31, 2013</b>
a) New active clients	275	51	114
b) Locations	63	19	56
c) Net new jobs	3750	1,295	3,314
d) Average salary	\$40,000	\$40,686	\$40,417
		Total payroll: \$52,688,462	Total payroll: \$133,941,453
e) New capital investment	\$200,000,000	\$64,471,000	\$776,114,000

**Business Attraction**

	<b>FY 2012/2013 Goals</b>	<b>3rd Quarter Actual January 1 thru March 31, 2013</b>	<b>Year to Date Actual July 1, 2012 thru March 31, 2013</b>
a) New active clients	153	33	66
b) Locations	18	10	19
c) Net new jobs	1235	1,087	1,521
d) Average salary	\$40,000	\$40,475	\$38,412
		Total payroll: \$43,996,002	Total payroll: \$58,424,545
e) New capital investment	\$100,000,000	\$52,819,000	\$86,186,000

**Business Expansion**

	<b>FY 2012/2013 Goals</b>	<b>3rd Quarter Actual January 1 thru March 31, 2013</b>	<b>Year to Date Actual July 1, 2012 thru March 31, 2013</b>
a) New active clients	122	18	48
b) Locations	45	9	37
c) Net new jobs	2515	208	1,793
d) Average salary	\$40,000	\$41,791	\$43,231
		Total payroll: \$8,692,460	Total payroll: \$77,514,046
e) New capital investment	\$100,000,000	\$11,652,000	\$689,928,000

**Located (completed) Projects (3Q)**

<b>COMPANY</b>	<b>Avg. Salary</b>	<b>Investment</b>	<b>Jobs</b>	<b>Council District</b>	<b>Location Date</b>
Beam Global Spirits & Wine, Inc	\$50,000	\$1,600,000	80	D Tandy	Jan-13
Imperium Health Management, LLC	\$83,200	\$1,375,000	40	D Tandy	Jan-13
ICIM Corporation - Indatus	\$60,000	\$9,500,000	40	D Tandy	Jan-13
Catholic Health Initiatives	\$70,000	\$5,500,000	75	D Tandy	Jan-13
R.A.M.M. Technologies, LLC	\$69,417	\$855,250	20	J Ackerson	Jan-13
NeuStar Inc.	\$62,400	\$2,107,050	32	J Ackerson	Jan-13
Accent(f)x	\$47,854	\$294,000	20	D Tandy	Feb-13
Gazelle, Inc.	\$32,289	\$20,300,000	438	R Blackwell	Feb-13
eBridge Business Solutions LLC	\$45,000	\$100,000	2	K Fleming	Feb-13
igNew LLC	\$85,000	\$100,000	5	J Ackerson	Feb-13
Linak U.S. Inc.	\$31,990	\$2,945,000	14	J Miller	Feb-13
Mixer Direct	\$40,000	\$100,000	10	T Ward-Pugh	Feb-13
Quantum Ink Co.	\$40,000	\$300,000	5	V Welch	Feb-13
Just Fabulous, Inc.	\$31,000	\$1,000,000	95	V Welch	Mar-13
Kentuckiana Curb Company, Inc.	\$53,000	\$1,300,000	35	K Kramer	Mar-13
Republic Industries	\$33,280	\$3,700,000	10	D James	Mar-13
Barista Pro Shop	\$40,000	\$150,000	4	V Welch	Mar-13
FoodCalc	\$85,000	\$1,545,000	10	D Tandy	Mar-13
The Standard Register Company	\$32,000	\$11,700,000	360	Clark County	Mar-13

**Jefferson County Companies Receiving Preliminary Approval of Kentucky Tax Incentives  
January 1 thru March 31, 2013**

<b>Company</b>	<b>Approval Date</b>	<b>Incentive</b>	<b>Program</b>
R.A.M.M. Technologies, LLC	Jan 31	\$200,000	KBI
eBay Inc.	Jan 31	\$1,500,000	KBI
KentuckyOne Health	Jan 31	\$240,000	KBI
Accent f(x)	Feb 28	\$210,000	KBI
Accent Intermedia	Feb 28	\$525,000	KBI
Cados, LLC dba Riverhorse Distilling	Feb 28	\$400,000	KBI
Gazelle, Inc.	Feb 28	\$3,000,000	KBI
Republic Industries International, Inc.	Feb 28	\$120,000	KBI
Eurofins MWG Operon Inc.	Mar 28	\$1,500,000	KBI
A & R Logistics, Inc.	Mar 28	\$1,500,000	KBI
SJ Paris Properties, LLC	Mar 28	\$100,000	KEIA

Note: Preliminary approval of incentives does not signify a final commitment by the company to locate or expand in Louisville, and Greater Louisville Inc. does not count projects as completed until the company completes a real estate financial transaction. However, the vast majority of companies that apply and are approved for incentives do ultimately locate or expand.

### **Business Networks**

Focuses on the creation, leadership and management of networks of businesses that are aligned with the community's economic vision, including health, logistics and traditional strengths. Business Networks help set direction for business attraction/expansion efforts, research economic impact and competitive strengths and weaknesses and help set human capital, infrastructure and public policy strategies.

### **Advanced Manufacturing & Logistics Network**

**Strategy:** Utilize strategic alliances to strengthen the opportunities and effectiveness of local businesses and create an environment where logistics and manufacturing professionals in Greater Louisville can come together to network and build business relationships

- The Network toured the University of Louisville's Rapid Prototyping Center and heard a presentation from Dean Neville Pinto.
- The Network Board met the new CEOs of both Greater Louisville Inc, Craig Richard, and One Southern Indiana, Wendy Dant Chesser.
- The Network Board heard a presentation from Beth Avey at KIX entitled: "Becoming a Veteran Talent Magnet"
- New members of the Board of Directors includes: Abutan Lindsay, Ford Motor Company, Material Planning & Logistics Area Manager; Sheila J. Frinak, GE Appliances, General Manager, Sourcing; John Savona, Ford Motor Company, Plant Manager.

**Strategy:** Serve as an advocate on public policy and legislative issues impacting the Greater Louisville logistics and manufacturing industries.

- Members of the Network attended the nth/works & JCPS Apprenticeship Press Conference and had representation on the committee for this project.
- The Board of Directors voted to support the KIX mission by becoming a Leader Sponsor for \$10,000.

### **Other Activities**

- The Network has hired Bob Taylor and The Oliver Group to conduct a strategic planning process for the Network. A committee was established to lead the effort and several fact finding meetings have been held.

### **Arts and Cultural Attractions Council**

**Education Strategy:** Establish strong connections between the arts and cultural sector to the educational community and ensure that arts and culture are a part of the education of the youth of this region.

- The committee is gathering information from organizations via a survey to gather education numbers from ACA organizations about how many students are served and from what areas of town to try to determine where underserved areas exist.
- The committee is applying for several grants to provide after-school educational opportunities in community centers.

**Collaboration Strategy:** Collaborate meaningfully within sectors, across sectors and across geographies.

- The Steering Committee for the 2015 YES! Fest with Honorary Chair Gill Holland, met for the first time.
- Subcommittees of the Collaboration Committee have been established for the YES! Fest: fundraising/grant writing, marketing/communications and kick-off event.
- The Board of Directors voted to give the YES! Fest \$2,500 for \$500 grants as seed money to potential participants.

**Transformation Strategy:** Establish the arts and cultural sector as a key component of our region. Define Greater Louisville's arts and cultural assets that make this area unique. Rally our members to support to LIFT (Local Investment for Transformation)

- The Full Council heard a presentation from Eileen Pickett on LIFT (Local Investment for Transformation)

### **Health Enterprises Network**

January 24, 2013- ***Meaningful Use Stage 2***

The Health Enterprises Network (HEN), in partnership with Healthcare Information and Management Systems Society (HIMSS) Bluegrass Chapter, presented "Sharing the Wealth: Meaningful Use Stage II" on January 24, 2013 from 7:30 – 9:30 a.m. at The Olmsted. This event featured speakers Steve Heilman MD, Polly Mullins-Bentley, Kathie McDonald-McClure, Brent Mckune and John Stearman as moderator.

**Featured Speakers:**

- **Steve Heilman MD**, Chief Medical Information Officer, Norton Healthcare
- **Polly Mullins-Bentley**, Deputy Executive Director, Kentucky Health Information Exchange (KHIE)
- **Kathie McDonald-McClure**, Partner, Health Care Practice Group, Wyatt, Tarrant & Combs, LLP
- **Brent Mckune**, Senior Technical Implementation Specialist, Kentucky Regional Extension Center

**Moderator**

- **John Stearman**, Corporate Program Manager, Baptist Health Systems

January 29, 2013- ***Real Impact for Better Health: Pain, Progress and Promise***

**Featured Speaker**

- **Bill Crounse MD**, senior director of worldwide health worldwide public sector, Microsoft

**Moderator**

- **Kenneth Wilson MD, MS, CPE**, system vice president for clinical effectiveness and quality, Norton Healthcare.
- Dr. Crounse spoke about enterprise applications for care team collaboration, hands-free navigation of images in the operating room, and health-themed games on a smartphone to virtual consultations in the living room, Dr. Crounse showed information communication technology as an essential way to improve the access, cost, and quality of care as well as the satisfaction of those providing and receiving it. Dr. Crounse led the audience on an exciting and deeply personal journey that showed how software and information technology are improving the delivery of health information and medical services around the world.

February 26, 2013- ***InnovAGE podcast***

**Featured Speakers**

- **Jody Holzman**, AARP, **Jeff Makowka**, Thought Leadership Group, **Mary Haynes**, Nazareth Home, **Christian Furman, MD**, University of Louisville Physicians

**Moderator**

- **John Reinhart**, Innovate LTC
- 

Innovate LTC and HEN partnered to present an exciting virtual meeting of the minds in the 50+ market to discuss customer experience and innovations geared toward a Life Re-Imagined.

March 7, 2013- ***Healthcare Spotlight Series: Quality and the Bottom Line***

- **DC Insider**-Featuring John F. Williams III and Andrew C. Coats, attorneys with Hall Render Killian Heath & Lyman
  - *Hosted by Harshaw Trane, attendees had the rare opportunity to hear about the inner workings of Capitol Hill as seen by DC Insiders, John Williams III and Andrew Coats. Currently attorneys at Hall, Render, Killian, Heath & Lyman, P.C., both Mr. Williams and Mr. Coats have worked closely in a variety of posts on Capitol Hill. Mr. Williams was the*

*former press secretary for the House Committee on government reform and oversight and was a member of the senior communications staff committee during one of the most interesting periods of recent legislative history - the impeachment proceedings of President Bill Clinton in the House of Representatives. Mr. Coats, with a decade of legislative and legal experience, has worked in the Bush Administration, on Capitol Hill and as a Legislative Assistant to Rep. Mark Souder of Indiana. Moreover, he has written and advocated for numerous bills and amendments. Together, Mr. Williams and Mr. Coats are sure to offer a must-see, kick-off event for the year in healthcare. On December 5, 2012, HEN hosted the HEN Annual Holiday reception at Kindred Healthcare's corporate headquarters. HEN membership and select guests gathered for networking and cocktails Ben Breier, President & COO, Kindred Healthcare, welcomed the audience of over 200. Ralph Gronefeld, President & CEO, ResCare and HEN board chair recognized the HEN board of directors and executive committee and acknowledged the many accomplishments of HEN members and their organizations.*

### **Participation Statistics for all Networks**

	<b>January – March 2013</b>
Companies Participating	379
Individuals Participating	1,697
Event Attendance	568
Number of Events	6

### **High Impact Portfolio**

#### **Description:**

The High Impact Portfolio is a public/private partnership, administered by Greater Louisville Inc. through its EnterpriseCorp that identifies and serves the needs of fast growth companies, companies with the potential for fast growth and those companies that enable growth in others. Program services include peer learning, talent recruitment, growth capital access and expansion planning. The Portfolio includes companies of these types headquartered in Louisville that have a disproportionately higher impact on the metro area economy through job and wealth creation. For more information, visit [www.HighImpactLouisville.com](http://www.HighImpactLouisville.com).

#### **Goals:**

- Research and proactively contact high impact companies, offering them an array of client services to assist with their growth and expansion plans.
- Develop an action plan for each company that describes the company's business drivers, challenges and opportunities and where we can add value.
- Manage the following initiatives as part of the High Impact Program:
  - High Impact Showcase – annual recognition of newest companies selected to the High Impact Portfolio
  - High Impact Social Series -- provide quarterly social events to allow for socializing and networking among the executives of the companies selected to the High Impact Portfolio.
  - High Impact CEO Roundtables -- small groups led by a professional facilitator offering a unique setting for participants to gain the collective wisdom of other high impact CEOs through peer to peer learning.
  - High Impact Report Series -- provide research, survey data and business information on various topics of interest relative to the life cycle of a growth business.
  - High Impact Communication – distribute information, events and news about High Impact companies using our website, electronic newsletters and social media.

### Results as of March 31, 2013

- New Companies Selected This Quarter 3
- Repeat Portfolio Company Projects Begun 7
- High Impact outreach meetings conducted 14
- Portfolio Category Breakdown 122 Gazelles, 35 Renaissance and 27 Enabling companies
- Total Company Revenues in Portfolio \$2,691,820,000
- Average Salary \$51,324
- Average Growth 36%
- Average Employee Growth over 3 Years 29%
- Percentage of Woman-owned Businesses 18%
- Percentage of Minority-owned Businesses 5%

There were 2 High Impact companies "located" this quarter as economic development projects.

Initial Contact	Location Date	Company (Project)	Investment	Jobs	Payroll	Avg. Salary
Aug-12	Feb-13	eBridge Business Solutions LLC	\$100,000	2	\$90,000	\$45,000
May-12	Feb-13	igNew LLC	100,000	5	425,000	85,000

**“We the Owners” Event** – in partnership with the University of Louisville’s College of Business Family Business Center, we held a preview showing of the documentary film on examples and advantages of having an ESOP as a means to business growth with a panel discussion following including High Impact company executives in February.

**High Impact Social Series** – two events will occur through this series offering exclusive opportunities for High Impact executives to network and socialize with each other. The first event this year was held in February and the second will be in early fall.

**High Impact Showcase** – annual event recognizing the contribution, innovation and energy of the fastest growing companies locally headquartered in our region. These are companies creating jobs and adding wealth to our community. The Showcase honors the latest companies selected to the High Impact Portfolio. This event is also open to our entrepreneurial (entrepreneurs, entrepreneurial organizations, angel investors, UofL, Bellarmine, Sullivan) and second stage (all High Impact companies, VCs, private equity firms, ACG members, service providers) communities, as well as chamber membership to create community awareness. The Showcase is planned for Thursday, April 18 at the Frazier International History Museum, presented by Dean Dorton Allen Ford.

**High Impact Communication** -- our High Impact social media communication includes our quarterly newsletter, **Amplitude**, prepared and distributed on April 8, 2013. *Amplitude* provides news, insights and events for Louisville’s High Impact community. We send out news, information and kudos daily about and for High Impact companies through Facebook (**High Impact Lou**), Twitter (**@HighImpactLou**) and the LinkedIn group (**High Impact Lou**). We have also started a bi-monthly email compiling resources, events and program relevant to High Impact companies in our **Fast Growth Digest**. All information can be found on [www.HighImpactLouisville.com](http://www.HighImpactLouisville.com).

<b>Greater Louisville Inc.</b>		
<b>Statement of Activities - Metro Government</b>		
<b>For the 3rd quarter and nine months ended March 31, 2013</b>		
	<b>3rd qtr</b>	<b>ytd</b>
<b>Revenue</b>		
Metro Government Funding	\$ 256,926	\$ 770,777
<b>Total Revenue</b>	<b>256,926</b>	<b>770,777</b>
<b>Expense</b>		
Salaries & Benefits	171,321	563,575
Travel and meals	816	11,724
Advertising/Marketing/Promotions	-	13,256
Outside Services	13,146	40,302
Program Rent/Materials/Labor	-	9,862
Sponsorship expense	2,750	9,858
Supplies, Charges	15,189	28,003
Administration Expense	30,831	92,493
<b>Total Expense</b>	<b>234,053</b>	<b>769,072</b>
<b>Net Activities/(Deficit)</b>	<b>\$ 22,873</b>	<b>\$ 1,705</b>
<u>Supplemental Information:</u>		
For FY 12-13 (July 2012 through June 2013) GLI is slated to raise and spend \$4.0M on economic development-related work.		
Administrative cost recovery is limited to 12% of funding.		